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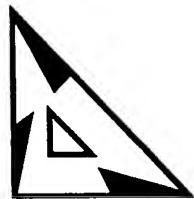
JC903 U.S. PRO  
10/05/1798  
01/22/02



The Personal  
Capabilities and  
Expertise Prospectus  
of

**T. EDWARD BLACK**

**CONSULTING  
ELECTRO-MECHANICAL  
ENGINEER**



**Since 1983**

VOLUME C6

JC903 U.S. Pro  
10/05/98  
01/22/02



**Partial Client List:**

Abbott Laboratories Inc.  
American Technologies Inc.  
American Tool Works Inc.  
Barnant Company  
Bitwise Control Systems Inc.  
Buehler LTD  
Chicago Conveyor Corporation  
Coin Mechanisms Inc.  
Deltrol Fluid Products Inc.  
Dreefs Switch Inc.  
Elgin Precision Glass Co. Inc.  
General Farebox Inc.  
Geo. T. Schmidt Inc.  
Incredible Technologies Inc.  
Pin Dot Products Inc.  
Power Cutting Inc.  
Quality Outdoor Lighting Inc.  
Qwint Systems Inc.  
Research Technology Inc.  
R. G. Ray Corporation  
Sabratek Corporation  
Seeburg Corporation  
Siemens — Elema Schonander Inc.  
Sola Electric Company  
Tri-Star Automation Inc.  
United Standard Industries Inc.  
US Robotics Inc.  
Wilton Corporation

**T. Edward Black  
1127 Miller Lane  
Buffalo Grove  
IL 60089-4244**

Postage  
Required

CUT ON DOTTED LINE AND MAIL

## REPLY CARD

Please forward the latest edition of this Prospectus to:

Please change my address to:

Name \_\_\_\_\_

Title \_\_\_\_\_

Company \_\_\_\_\_

Street Address \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_ Zip Code \_\_\_\_\_

Telephone \_\_\_\_\_

Area Code \_\_\_\_\_ Extension \_\_\_\_\_

PLEASE PRINT

VOLUME C6

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Dear Sir:

The key to your firm's competitive position and market share is how well your new product design process functions. The art of designing successful new products, which are the profit life blood of any business, is at best a difficult process. However, when these products are electro-mechanical in nature the difficulties are compounded. Before the proposed product can reach the market place, the design process must work its technical will. This process can be tortuous and expensive if it is not handled properly. For the design process to yield a successful product, it requires people who have been successfully through the process a number of times. So, when product success is your only alternative, choose a person who can engineer it. However, there is one genuine reason for not undertaking that new product, for not disturbing the status quo in manufacturing with new tooling, for not adding expertise to that delinquent program, and that one reason is a lack of competent, motivated engineering talent that will make it happen. Your business climate will not improve without action. The challenge is this: Who is to take that action? If not you, then who? If not now, then when?

If you are having problems implementing new product ideas, adapting new technology to a standard product, or just plain stopping the slippage in an ongoing new product design program, it is time for some changes. Things will not get better without a positive action plan. There may not be easy answers for your problems, but there are answers. Finding these answers is a job for impact people and you may not have enough of these people. If any or all of these problems are plaguing your business situation, then we should talk about how I could fit into your action plans.

I am an electro-mechanical design engineer with degrees in both Electrical and Mechanical Engineering from the Illinois Institute of Technology, and I have designed and developed a wide range of cost effective, electro-mechanical products using both AutoCAD and traditional design methods (automatic centrifuge, medical diagnostic equipment, teleprinters, ink jet printing systems, x-ray imaging systems, revenue collection systems, film/tape/paper transports, automotive instruments, arcade controllers, magnetic recording systems) during a more than three decade engineering career. I work directly with you, the client firm, without a middle man. The advantage of this business structure for all concerned parties is two-fold. It eliminates the unneeded communications filter, and the economic inflation of a middle man. I am not seeking permanent employment, but special technical programs. However, I am flexible enough to interface with your program in a cost effective manner, whether your needs are long or short term. I try to blend my skills with the talent in your organization to achieve the optimum overall synergistic results. I can also work either from my facilities or yours depending on your program's requirements. So, if your business situation could be improved by an impact person, then give me a call.

Sincerely,



---

T. Edward Black

(847) 259-5747

**T. EDWARD BLACK**

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1127 Miller Lane  
Buffalo Grove, IL 60089-4244  
(847) 259-5747 ~~FAX (312) 785-1500~~

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**Personal Information**

Height: 6' Weight: 154#  
Marital Status: Divorced  
Health: Excellent

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**Education**

Illinois Institute of Technology, Chicago, IL  
BSME, 1962; Minor, Business Administration  
BSEE, 1971; Minor, Mathematics

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**Seminars and Extension Courses**

Value Engineering Concepts and Techniques -  
Raytheon Corp. 1967  
Management by Objective - A. B. Dick Co. 1974  
Certificate, 1978, the 8080 Microprocessor System  
Northwest Technical Center, Glenview, IL  
Designing Advanced Production Machines - TRW 1979  
Value Engineering and Analysis - TRW 1981

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**Military Service**

Honorably discharged veteran of the  
United States Navy.

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**Professional Affiliations**

American Engineering Association  
Phi Tau Sigma

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**Publications**

Publisher of CADtivity Notes an AutoCAD  
productivity newsletter.

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**Laureateship**

Consultants & Consulting Organizations Directory  
Dun's Consultants Directory  
International Who's Who  
Marquis' Who's Who in Finance & Industry  
Reed's Who's Who in Finance & Industry  
Sorkins' Directory of Business & Government  
Strathmore's Who's Who Registry of Business  
Leaders

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**Computer Acumen**

Hardware: 486 DX 66MHz IBM Compatible  
Plotters HP 7550 & SP 600

Software: AutoCAD v12 MS-DOS v6.22  
dBase 3 Plus v1.1 Ventura v2.0  
Lotus 123 v2.2 WordPerfect v5

## **Experience**

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JAN/83  
Present

**Consulting Electro-Mechanical Design Engineer**, specializing in the design of new products, medical diagnostic equipment, ink-jet printing systems, automatic manufacturing tooling and special purpose machines (CD handling systems, product automation, end effectors... etc.). My engineering practice also includes machine design criticism, in plant lecturing on value engineering and AutoCAD productivity seminars.

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DEC/81  
JAN/83

**WICO CORP., Niles, IL**  
**Manager of Engineering**

Responsible for the design and development of electro mechanical controllers for the arcade and home videogames.

**Major Accomplishment:** Using "Strategic Management" as a method of providing a coherent direction for the engineering department.

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FEB/80  
DEC/81

**TRW CINCH INC., Elk Grove Village, IL**  
**Manager Automation Engineering**

Responsible for:

- 1) Design and/or procurement of automation production equipment used in the manufacture of electrical connectors.
- 2) Design and development of terminating and forming tools.

**Major Accomplishment:** Development of an in-house capability of fabricating titanium belts used in the selective plating of gold on formed electrical parts.

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'57/'80

During this twenty-three year period, I was continuously employed by the various Chicago firms in positions from Mechanical Technician to Project Engineer. Throughout this time, I designed and developed various high speed precision paper handling and punching equipment, phonograph equipment, automotive instrumentation, ink-jet printing systems, fast framing large format X-ray cameras, medical diagnostic equipment, teleprinters and robotics.

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**Honors**

Inventors' Recognition Award from  
Abbott Laboratories 1989; US Patent 4,776,832

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## **Modus Operandi**

1. To put my client's interests ahead of my own;
2. to serve my client in a superior manner;
3. to adhere to high ethical standards in everything that I undertake;
4. to preserve the confidentiality of my client;
5. to be ready to differ with client managers and tell them the truth even if it hurts.

T. Edward Black  
January 1, 1983

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## **Notes:**

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*This personal prospectus has been prepared in book form so that you may have this information in your files throughout the year. This information will be upgraded for you periodically.*

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I have need for Design Engineering assistance in the following area:

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I would like to have an in plant AutoCAD productivity seminar:

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\_\_\_\_\_

Please contact:

Name \_\_\_\_\_ Title \_\_\_\_\_

Company \_\_\_\_\_

Street Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Telephone \_\_\_\_\_ Area Code \_\_\_\_\_ Extension \_\_\_\_\_

VOLUME C6

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## RATE SCHEDULE

<b>EMPLOYMENT SITUATION</b>	<b>*RATE WITH RETAINER*</b>	<b>RATE WITHOUT RETAINER</b>
<b>R&amp;D, PRODUCT ENGINEERING &amp; TOOLING DESIGN SERVICE</b>		
Rate Categories		
■ Extended Work Week Hours <i>(49 hours &amp; above in a given week)</i>	\$26.00/hr	\$30.00/hr
■ Standard Work Week Hours <i>(less than 49 hours in a given week)</i>	\$29.00/hr	\$34.00/hr
<b>SPECIAL CATEGORIES</b>		
Daily trouble shooting, expert witness court appearance, consulting travel days or focus group — plus expenses	\$380.00/day	\$460.00/day

Engineering design services (EDS) may be terminated by either party with two (2) weeks notice.

The rate schedule is guaranteed for the calendar quarter in which a design service or basic retainer agreement is initiated; plus the next succeeding quarter.

\*The basic retainer agreement (BRA) is an annual agreement and its cost is \$380.00/month. Each monthly payment is due on or before the 15th of the month. The BRA is renewable annually. The BRA is separate from engineering design services. The BRA has the following purposes:

- 1) To determine the hourly and daily engineering design service (EDS) rate category.
- 2) To cover incidental sustaining service engineering.
- 3) To establish a client priority position with the consultant.

The BRA is separate from EDS. The BRA shall apply whether EDS is in effect or not, until its expiration date.

All design service time is billed on a weekly basis, and is due payable on a bi-weekly basis.

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The in plant AutoCAD productivity seminar rate is \$460.00/day plus expenses.

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All rates are subject to change without notice.

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References are furnished on request.

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Minimum billing is \$380.00